2071835875

Neidle, Bruce L.

From: Aarons, Shawna M.
Sent: Friday, November 6, 1998 4:29
To: Barbara Peck; Bruce Neidle; Cathy Kidd; Christopher Hilton; Clifford Fleet; Eugene Farriss; James Moose; Jeffrey Shawl; Melissa Davis; Pam Gallimore; Paul Godwin; Scott Abrahamson; Sebastien Jeanneret; Shawna Aarons; Steven Plambeck; Suresh Subramanian; Tom Saloun
Subject: w/e 11/6/98 Transmission

Full Year 1998 remains at 229.2 bn units.

1Q99 remains at 47.9 bn units; however, due to changes in the promotional schedule, the months have been adjusted accordingly.

The forecast for Marlboro Milds KSB to be test marketed in April 1999 (in Indianapolis and Cleveland) is included assuming a share of 1.0%.

Garber Bros.' (customer no. 72843) LIFO order of 52 mn units to be delivered 12/28/98 from Depot 119 has been incorporated.

The following promotion changes are now reflected:

AFFs 376, 377, 378	Jan./Feb. Basic B2G1F/B8G2F	Feb. segment moved into March sales cycle
AFF 393	Feb. Marlboro Metro B2G1F	moved into March sales cycle
Rev. AFFs 389, 390	April Marlboro Box B4G1F	

Shawna Aarons
PM USA Market Information
917-663-3116

Source: https://www.industrydocuments.ucsf.edu/docs/qscm0004